

Linda Webb

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Objective

Professional and goal oriented Commercial Lines Account Manager actively looking to apply knowledge of the insurance industry, cultivate good business relationships and pursue challenging personal and professional goals.

Qualifications

With 25 years of experience in commercial insurance, I have an account manager background assisting producing agents. Working in total account premium volumes of 2 to 4 Million with a concentration on large commercial accounts is my forte. I am experienced in all Commercial P & C lines of business including claims experience. My computer skills and knowledge are proficient as well working in Microsoft programs, creating spreadsheets in Excel and finished proposals. Being a people person, I work well with my clients and carriers and handle my position in a very professional manner. Over the past years I have also worked in sales with several direct market sales companies and also in retail sales. I am a people oriented person and love being around people to interject my ideas and help with needed task at hand.

Computer Skills

Experienced in Microsoft Programs
Experienced in Excel Spreadsheets
Previous experience in Applied Systems
Extended experience in AMS Sagitta Browser
Experience in Microsoft Power Point

Work History

2007 to 2008, Commercial Lines Account Manager – **Ross & Yerger Insurance, Inc.**

Trained for paperless account managing of accounts. Account Manger assisting commercial lines producers, mainly oil and gas accounts, some construction. Daily assisting clients with their questions and insurance needs. Periodically going out with the producer to meet clients and propose their account.

1999 to 2007, Commercial Lines Account Manager – **Fox Everett, Inc., Jackson, MS**

concentration on large commercial property and casualty accounts, completing applications, marketing, invoicing, proposals, client spreadsheets, talking and visiting with clients and company representatives. Managed large wireless communications business for 3 years and reviewed insured's binding contracts. My book of business also included several large property management accounts, several large distributorships and manufacturers. My position was account manager assisting several producers at various periods of my employment with Fox Everett, all on an individual basis.

1996 to 1999 —Commercial Lines Account Manager— **Wellington Insurance Agency, Jackson, MS**

Account manager assisting commercial lines producer, mainly handling smaller accounts consisting of mostly auto repair shops and volunteer fire departments, a few manufacturers, with around 2 million premium volume. Also handled claims for my producers book of business.

1993 to 1996— Commercial Lines Account Manager— **Barksdale Bonding and Insurance, Jackson, MS**

Account manager assisting commercial lines producer in the Trucking Division handling large commercial long haul trucking accounts, all lines of property and casualty insurance with around 2 million premium volume.

Education

2007—Currently pursuing CIC Designation – Recently passed Commercial Property Section

2000-2001—Acquired CISR and CPIW Designations

1984—Acquired MS Commercial P&C License

1971 to 1973—Livingston Universtiy, Livingston, AL

Licenses and Certificates Held

2000-2001 - Acquired CISR & CPIW Designations

1984 Acquired Mississippi Commercial Property and Casualty License

References: Upon Request